

## Message Text

UNCLASSIFIED

PAGE 01 CALI 00203 211241Z

20

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 000464

R 202015Z MAY 76  
FM AMCONSUL CALI  
TO USDOC WASHDC  
INFO AMEMBASSY BOGOTA  
SECSTATE WASHDC 1809

UNCLAS CALI 0203

E.O. 11652: N/A

TAGS: BEXP

SUBJ: WTDR/FTI

REF: UNCLAS USDOC WASHDC 06894

1. COLOMBIA 2. CNTRY CODE: 301 3. SER NO: 0069300

4. JOSE HEANO VELEZ AND CIA.

4A. CODE: 4B. CODE: B 4C. CODE:

5. APARTADO AEREO 1818& CARRERA 4 NO. 8-63

6. CALI, VALLE, COLOMBIA

7. ESTABL: 1942 8. EMPL: 22 9. SIZE: (21-X) SMALL

10. REPUTATION: (22-X) FAIR

11. SELLS ITS PRODUCTS THROUGHOUT COLOMBIA.

12. RPT. DATE: 05/76

13A. 32294/135 RET. DIST. IMP. OF SCIENTIFIC AND TECHNICAL GLASSWARE  
13B. 32316/135 RET. DIST. IMP. OF SCIENTIFIC AND LABORATORY GLASSWARE  
13C. 38321/15 RET. IMP. OF OPTICAL INSTRUMENTS AND LENSES  
13D. 38112/15 RET. IMP. OF LABORATORY AND SCIENTIFIC INSTRUMENTS  
13E. 38113/15 RET. IMP. OF LABORATORY PRECISION BALANCES,  
ACCESSORIES, ATTACHMENTS AND PARTS.

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14.. CONTACT: EDUARDO HENAO C. TITLE: MGR

15. CABLE: JOSENAO            16. TELEX: 055-605

17. TEL: 831924 AND 841057

18. FINANCIAL REFS: BANCO DE OCCIDENTE, CARRERA 5 NO. 12-42& BANCO PANAMERICANO, CARRERA 3 NO. 10-36, BOTH OF CALI, VALLE, COLOMBIA.

19. TRADE REFS: CURTIN MATHESON SCIENTIFIC, P.O. BOX 1546, HOUSTON, TEXAS 77001& VARIAN EXPORT, 611 HANSEN WAY, PALO ALTO, CALIFORNIA 94303& DAMON/IEC DIV., 300 SECOND AVENUE, NEEDHAM HEIGHTS, MASS. 02194& INSTRON CORP., 11601 KATY FREEWAY, SUITE 218, HOUSTON, TEXAS 77024.

20. FOREIGN FIRMS REPRESENTED "NONE STATED"

21. FIRM OPERATES UNDER THE COLOMBIAN BY-LAWS OF A GENERAL PARTNERSHIP WITH A REGISTERED CAPITAL OF 700,000 COLOMBIAN PESOS. FIRM'S STOCKHOLDERS ARE: MERCEDES C. DE HENAO& CECILIA H. DE CASTRO& RODRIGO HENAO C., AND EDUARDO HENAO C., WHO ACTS AS THE FIRM'S MANAGER, ALL MEMBERS OF THE SAME FAMILY. FIRM IS PRESENTLY ENGAGED IN THE MARKETING OF SCIENTIFIC AND TECHNICAL APPARATUS AND ITS SUPPLIES. COMPANY'S MANAGER, MR. HENAO HAS MANAGED THE FIRM FOR SEVERAL YEARS AND IS WELL KNOWN IN LOCAL BUSINESS CIRCLES. NO ADVERSE INFORMATION WAS OBTAINED REGARDING THEIR TRADING REPUTATION. HOWEVER, ONE LOCAL BANKING INSTITUTION CONTACTED REPORTS SLOWNESS ON THE PART OF THIS FIRM IN MEETING CREDIT FACILITIES EXTENDED, AND UNSATISFACTORY CHECKING ACCOUNT MANAGEMENT. ANOTHER LOCAL BANK REPORTS SATISFACTORY EXPERIENCE WITH THIS FIRM IN CHECKING ACCOUNT MANAGEMENT. CONSULATE RECOMMENDS SOME CAUTION WITH THIS FIRM IN INITIAL CREDIT DEALINGS.

22. PREPARED BY: J.DE SOTO    APPROVED BY: J.CAUFLIELD

AT: U.S. CONSULATE, CALI.  
CAUFLIELD

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 20 MAY 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION ARA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** hackerp0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 10 JUN 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <10 JUN 2004 by mendozsm>; APPROVED <01 FEB 2005 by hackerp0>  
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Margaret P. Grafeld  
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EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
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**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006